

CITY OF MIAMI BEACH
Office of the City Manager
Letter to Commission No. 064-2005



To: Mayor David Dermer and
Members of the City Commission

Date: March 1, 2005

From: Jorge M. Gonzalez
City Manager

A handwritten signature in black ink, appearing to be "Jorge M. Gonzalez".

Subject: MIAMI BEACH REAL ESTATE

The purpose of this LTC is to provide the Mayor and City Commission with the attached press release by Coldwell Banker regarding their luxury home sales for 2004.

The following Miami Beach statistics are in the release:

- The fifth-highest closed sales price by Coldwell Banker in 2004 was a \$19.8 million property in Miami Beach. It was the only property sold outside of California in the top 20.
- Miami Beach had the fourth largest increase in total sales volume (138%) from 2003 to 2004.
- In 2004, Miami Beach was ranked 15th nationwide in total sales volume, climbing 23 spots from number 38 in 2003. Total sales volume was \$317 million.

In addition to the statistics above provided by Coldwell Banker, the following chart summarizes total sales volume and average sale price for single family homes and condominiums in Miami Beach. This information is based on the transactions that were recorded in Miami-Dade County property records.

	Total Sales Volume		Average Sale Price	
	2003	2004	2003	2004
Single Family	\$315M	\$515M	\$930K	\$1.39M
Condominium	\$762M	\$1.1B	\$267K	\$322K

Please let me know if you have any questions or comments, or would like any additional information on this subject.

JMG/TAKC

c: Tim Hemstreet, City Manager
Kevin Crowder, Economic Development Division Director

COLDWELL BANKER® U.S. LUXURY HOME SALES CLIMB TO A RECORD \$35.5 BILLION IN 2004

- Coldwell Banker® System Reports a 52 Percent Increase in Luxury Sales
- Report Highlights Nation's Hottest Luxury Home Markets and Prices

PARSIPPANY, N.J. (February 24, 2005) Coldwell Banker, a leader in luxury home sales, today announced its 2004 sales of U.S. luxury homes valued at \$1 million or more surged to an all-time high of \$35.5 billion, surpassing its previous record of \$23.3 billion set in 2003. Coldwell Banker affiliated companies nationwide participated in the sales of 20,292 homes in 2004, a 47 percent increase over 2003 results. The average price for Coldwell Banker luxury homes sold in 2004 also rose to a record \$1.7 million.

"The luxury real estate market continues to thrive," said Jim Gillespie, president and chief executive officer of Coldwell Banker Real Estate Corporation. "expect the luxury home sales market to remain solid throughout 2005. Demand continues to be strong, spurred by a rebounding economy and high demand from baby boomers who have more disposable income than any other previous generation, and continued attractive interest rates." In this release, Coldwell Banker highlights its top luxury home markets by state and city, and includes a list of its top 50 transactions nationwide. The data provided represents only Coldwell Banker luxury home sales figures. Highlights from the 2004 Coldwell Banker Luxury Home Sales Report include:

California Continues "old Rush" of Luxury Home Sales:

- In California, Coldwell Banker reported nearly seven times more sales of luxury homes than any other state with almost \$20 billion in sales volume.
- Coldwell Banker reported 56 percent of its luxury sales volume was in California.
- The top 13 cities with the highest total Coldwell Banker sales volume were all in California.
- Los Angeles had the highest Coldwell Banker sales volume in the United States.
- A \$30 million home in Beverly Hills was the largest closed transaction by a U.S. Coldwell Banker sales associate in 2004.

Elsewhere:

- Florida was second in the nation with \$3 billion in Coldwell Banker luxury home sales volume.
- Massachusetts, Illinois, Connecticut and New Jersey joined California and Florida as the only states to produce more than \$1 billion in Coldwell Banker luxury home sales volume.
- The fifth-highest closed sales price by a Coldwell Banker sales associate in 2004 was a \$19.8 million property in Miami Beach, Fla. It was the only property sold outside of California in the top 20.

Hot Markets:

- In 2004, Nevada (172 percent increase), Idaho (143 percent) and Pennsylvania (129 percent increase) had the highest percentage increases in luxury home sales volume. All three states also closed more than double the amount of Coldwell Banker luxury transactions than in 2003.
- According to Coldwell Banker figures, the top five hottest cities in luxury home sales according to total sales volume increases from 2003 to 2004 are:

Irvine rose 57 spots, the largest jump in the report.

2. Longboat Key, Fla., increased 150 percent and is now ranked 39th in total sales volume. Longboat Key climbed 30 spots.
3. Laguna Beach, Calif., climbed 139 percent and is now ranked sixth in total sales volume. Laguna Beach rose 11 spots.
4. Miami Beach, Fla., increased 138 percent and is now ranked 15th in total sales volume. Miami Beach climbed 23 spots.
5. Burlingame, Calif., rose 135 percent and is now ranked 60th in total sales volume. Burlingame rose 35 spots.

2004 Luxury Market Overview:

- Coldwell Banker reported that it sold 19,859 luxury homes priced between \$1 million and less than \$5 million. This was the most active segment.
- The company also reported sales of more than 364 homes in the \$5 million to less than \$10 million segment.
- There were 68 transactions between \$10 million and less than \$30 million, and one home sale for \$30 million in 2004.
- The average sales price of Coldwell Banker homes sold valued at \$1 million and up was \$1,748,550 in 2004.

**TOP 30 STATES WITH THE MOST COLDWELL BANKER
LUXURY HOME SALES BY DOLLAR VOLUME
JANUARY 1 to DECEMBER 31, 2004**

Source: Coldwell Banker Real Estate Corporation

State	2004 Rank	2004 Total Sales Volume	2003 Rank	2003 Total Sales Volume	% Change
California	1	\$19,958,968,283	1	\$12,624,537,202	58%
Florida	2	\$3,037,526,890	2	\$2,008,970,243	51 %
Massachusetts	3	\$1,997,908,899	3	\$1,362,212,903	47 %
Illinois	4	\$1,320,085,874	4	\$990,207,302	33 %
Connecticut	5	\$1,315,635,586	6	\$839,105,004	57 %
New Jersey	6	\$1,241,335,774	5	\$928,679,672	34 %
New York	7	\$865,705,111	7	\$590,013,162	47 %
Washington	8	\$684,680,735	9	\$452,174,738	51 %
Hawaii	9	\$646,087,234	8	\$469,544,650	38 %
Arizona	10	\$488,318,097	11	\$353,281,162	35 %

Minnesota	11	\$461,968,227	10	\$383,829,356	20 %
Maryland	12	\$461,144,933	14	\$281,293,066	64 %
Colorado	13	\$458,015,284	12	\$328,691,851	39 %
Texas	14	\$342,679,766	13	\$295,643,904	16 %
Washington, D.C.	15	\$305,380,626	15	\$165,092,361	85 %
Nevada	16	\$269,083,302	19	\$98,865,413	172 %
Virginia	17	\$241,875,526	16	\$151,490,855	60 %
Georgia	18	\$203,673,506	17	\$148,937,252	37 %
North Carolina	19	\$128,428,854	21	\$66,146,882	94 %
Pennsylvania	20	\$122,781,424	25	\$53,556,245	129 %
Missouri	21	\$117,413,248	18	\$146,175,556	-20 %
Michigan	22	\$94,875,080	20	\$91,234,897	4 %
Utah	23	\$76,319,866	24	\$56,732,000	35 %
Wisconsin	24	\$71,306,500	26	\$51,302,025	39 %
South Carolina	25	\$68,673,031	28	\$38,403,750	79 %
Ohio	26	\$68,080,882	23	\$63,795,965	7 %
Oregon	27	\$67,343,510	22	\$64,997,589	4 %
New Hampshire	28	\$52,415,275	27	\$41,300,100	27 %
Montana	29	\$42,459,000	30	\$23,445,000	81 %
Idaho	30	\$32,207,500	35	\$13,270,000	143 %

**TOP 75 CITIES WITH THE MOST COLDWELL BANKER
LUXURY HOME SALES BY DOLLAR VOLUME
JANUARY 1 DECEMBER 31, 2004
Source: Coldwell Banker Real Estate Corporation**

City	State	2004 Rank	2004 Total Sales Volume	2003 Rank	2003 Total Sales Volume	% Change
Los Angeles	CA	1	\$1,677,115,327	1	\$1,074,478,632	56 %
Beverly Hills	CA	2	\$1,015,602,005	2	629,165,505	61 %
San Francisco	CA	3	\$859,196,439	3	578,436,162	49 %
Newport Beach	CA	4	\$821,168,950	5	434,603,408	89 %
Malibu	CA	5	\$669,607,770	4	577,596,506	16 %
Laguna Beach	CA	6	\$485,251,829	17	202,875,000	139 %
Montecito	CA	7	\$460,292,000	16	202,961,875	127 %
Pacific Palisades	CA	8	\$440,591,357	6	380,958,340	14 %
Palo Alto	CA	9	\$405,854,862	13	215,272,964	89 %
Santa Monica	CA	10	\$399,851,703	7	344,115,528	16 %
Rancho Santa Fe	CA	11	\$384,449,132	9	262,647,414	46 %
Los Altos	CA	12	\$379,779,485	8	316,882,213	20 %
Los Gatos	CA	13	\$375,387,112	21	178,722,350	52 %
Boston	MA	14	\$339,552,317	18	195,506,902	74 %
Miami Beach	FL	15	\$317,156,740	38	133,470,900	138 %
Menlo Park	CA	16	\$315,983,621	11	230,662,100	37 %
Saratoga	CA	17	\$314,393,174	12	223,383,264	40 %
Washington	DC	18	\$305,380,626	25	165,092,361	85 %
Atherton	CA	19	\$302,850,250	19	182,653,000	66 %
Santa Barbara	CA	20	\$284,939,717	10	261,851,600	9 %
Honolulu	HI	21	\$282,379,834	24	166,642,500	69 %

Westport	CT	22	\$276,719,388	22	172,362,750	59 %
Newport Coast	CA	23	\$273,362,844	30	153,445,230	78 %
Chicago	IL	24	\$266,560,442	20	179,605,100	48 %
San Jose	CA	25	\$249,121,123	47	121,718,350	105 %
Carmel	CA	26	\$241,921,495	36	137,166,500	76 %
Calabasas	CA	27	\$228,962,697	42	129,752,568	76 %
Greenwich	CT	28	\$220,041,958	31	153,175,150	44 %
Corona Del Mar	CA	29	\$218,027,260	50	116,993,855	86 %
Wellesley	MA	30	\$215,175,880	35	146,411,375	47 %
Pasadena	CA	31	\$214,895,808	29	157,747,400	36 %
Fort Lauderdale	FL	32	\$206,909,907	26	161,760,200	28 %
Boca Raton	FL	33	\$197,009,351	15	203,956,300	-3 %
Los Altos Hills	CA	34	\$196,328,072	32	150,813,670	30 %
San Diego	CA	35	\$184,715,270	54	103,661,400	78 %
Naples	FL	36	\$183,168,264	28	158,684,474	15 %
La Jolla	CA	37	\$183,095,068	40	131,524,250	39 %
Woodside	CA	38	\$180,494,000	14	211,513,000	-15 %
Longboat Key	FL	39	\$176,049,422	69	70,515,500	150 %
Lake Forest	IL	40	\$172,878,725	34	147,658,399	17 %
Scottsdale	AZ	41	\$168,171,371	48	121,702,545	38 %
New York	NY	42	\$165,161,540	52	112,058,800	47 %
Pebble Beach	CA	43	\$163,701,625	56	100,821,000	62 %
Miami	FL	44	\$161,944,115	41	131,017,935	24 %
Weston	MA	45	\$161,389,225	44	128,434,023	26 %
Paradise Valley	AZ	46	\$154,370,211	33	150,731,500	2 %

Winnetka	IL	47	\$153,772,050	39	132,197,428	16 %
Portola Valley	CA	48	\$150,805,750	43	129,497,444	16 %
Mercer Island	WA	49	\$147,994,430	73	67,679,626	119 %
Irvine	CA	50	\$141,547,542	107	44,926,125	215 %
Del Mar	CA	51	\$140,418,900	60	88,044,025	59 %
San Marino	CA	52	\$136,908,913	55	100,838,401	36 %
Newton	MA	53	\$128,951,715	53	106,346,105	21 %
Hancock Park	CA	54	\$127,805,950	59	88,619,320	44 %
New Canaan	CT	55	\$126,125,100	82	58,386,108	116 %
Tarzana	CA	56	\$124,026,700	92	53,592,500	131 %
Dallas	TX	57	\$122,649,105	27	160,189,437	-23 %
Cupertino	CA	58	\$122,343,225	93	52,434,588	133 %
Coral Gables	FL	59	\$121,874,750	57	100,699,500	21 %
Burlingame	CA	60	\$121,504,856	95	51,658,000	135 %
Palos Verdes Estates	CA	61	\$121,349,503	45	122,334,224	-1 %
San Mateo	CA	62	\$120,886,775	68	70,714,250	71 %
Brentwood	CA	63	\$119,197,835	23	170,199,032	-30 %
Hillsborough	CA	64	\$117,321,812	51	116,594,888	1 %
Westlake Village	CA	65	\$114,565,235	37	133,849,725	-14 %
Mill Valley	CA	66	\$113,647,794	61	84,009,250	35 %
Rancho Palos Verdes	CA	67	\$112,339,750	66	71,172,970	58 %
Redwood City	CA	68	\$112,039,391	88	56,995,440	97 %
Sarasota	FL	69	\$108,874,135	58	98,309,400	11 %
Encino	CA	70	\$105,866,250	49	119,380,500	-11 %

Kihei	HI	71	\$104,820,000	46	122,002,800	-14 %
Annapolis	MD	72	\$101,283,697	78	65,826,200	54 %
Wilmette	IL	73	\$100,955,000	75	67,129,000	50 %
Sherman Oaks	CA	74	\$97,058,240	110	43,356,000	124 %
Granite Bay	CA	75	\$96,843,959	81	59,727,631	62 %

**TOP 50 PRICES PAID FOR INDIVIDUAL LUXURY HOMES
SOLD BY COLDWELL BANKER SALES ASSOCIATES
JANUARY 1 to DECEMBER 31, 2004
Source: Coldwell Banker Real Estate Corporation**